

Message Text

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R 031826Z APR 75

FM SECSTATE WASHDC

TO AMEMBASSY KHARTOUM

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E.O. 11652: N/A

TAGS: BDIS, SU

SUBJ: HOBBS - ADAMS ENGINEERING CO.

REF : KHARTOUM 0682

1. COMMERCE HAS DEALT DIRECTLY WITH PRESIDENT O.K HOBBS OF SUBJECT FIRM ON COMPLAINT IN REFTEL BECAUSE OF HIS PERSONAL INVOLVEMENT IN COMPANY'S DEVELOPMENT OF SUDANESE MARKET DEMAND AS WELL AS SALES POLICY QUESTION RAISED.

2. WALSER ALLEGATIONS AS TO AMICO RELATIONSHIPS WITH HOBBS ADAMS AND DOUBLE DEALING BY LATTER ARE WITHOUT FOUNDATION AND HOBBS HAS SUBMITTED WRITTEN STATEMENT TO REFUTE THOSE CLAIMS. THIS COMMUNICATION ALSO DOCUMENTS THE HISTORY OF HOBBS-ADAMS RELATIONS WITH SARKIS IZMIRLIAN CORP. IN KHARTOUM AND THE TWO SONS NOW MANAGING THAT BUSINESS, AND THOROUGHLY JUSTIFIES THE MANUFACTURER'S POLICY OF RESTRICTING REPRESENTATION ABROAD TO AGENTS WHO ARE TECHNICALLY COMPETENT TO DEMONSTRATE AND SERVICE ITS EQUIPMENT. SUBJECT HAS CONSISTENTLY REFUSED EXCLUSIVE SALES ARRANGEMENTS IN EITHER U.S. OR ABROAD TO INSURE ACHIEVEMENT OF LATTER OBJECTIVE.

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3. SUBJECT HAS JUST RECEIVED A REQUEST FROM AMICO IN MIAMI FOR QUOTATIONS (AT 1974 PRICES) TO BE SUBMITTED TO PAPC THROUGH THE ENGINEERING EQUIPMENT COMPANY OF KHARTOUM WHICH IS APPARENTLY THE PUBLIC SECTOR CORPORATION WITH WHICH WALSER DEALT ALTHOUGH NOT SO IDENTIFIED IN REFTEL (AND FOR WHICH NO WTD REPORT HAS BEEN SUBMITTED). IF HOBBS-ADAMS DECIDES TO OFFER THE RELATIVELY SMALL EQUIPMENT SUPPLY SOUGHT IN THIS INSTANCE, IT WILL BE ON AN AD-HOC, NON-EXCLUSIVE BASIS WITH IZMIRLIANS SO INFORMED.

4. WALSER REPORTED STILL ABROAD, ON HIS RETURN BIC OR MIAMI D.O. WILL ADVISE HIM OF COMPLAINT RECEIPT; SUBSTANCE OF INFORMATION GIVEN BY HOBBS; AND COMMERCE CONCLUSION THAT EXPLANATIONS TO HIS APPOINTED AGENT ARE AMICO'S RESPONSIBILITY. WE FURTHER SUGGEST THAT EMBASSY GIVE CONSIDERATION TO INFORMING APPROPRIATE GOS OFFICIALS SALIENT FACTS IN THIS CASE AFTER RECEIPT OF ITS COPY OF THE LETTER WITH ENCLOSURES FROM HOBBS WHICH IS BEING POUCHED WITH HIS CONSENT. THIS STEP SHOULD ACHIEVE THE OBJECTIVE OF AVOIDING HARM TO INNOCENT SUDANESE FIRMS, AND SARKIS IZMIRLIAN IN PARTICULAR.

5. HOBBS-ADAMS IS ARRANGING WEEK'S ITINERARY OF EQUIPMENT DEMONSTRATIONS AND RESEARCH PROJECT VISITS FOR HUSSEIN KISHA, CHIEF MECHANICAL ENGINEER OF THE GEZIRA BOARD, WHO ARRIVES IN USA ON APRIL 4.

DECONTROLLED ON RECEIPT. INGERSOLL

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